

Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 RSC-01 DRC-01 MC-02 PM-07

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R 020600Z APR 74

FM AMEMBASSY MADRID

TO SECSTATE WASHDC 8535

INFO AMCONGEN BARCELONA

UNCLAS MADRID 2077

E.O. 11652: N/A

TAGS: BEXP, SP

SUBJ: CHRYSLER ESPANA MAC II PROJECT

FOR: COMMERCE/BIC/STRATEGIC SYSTEMS

1. CHRYSLER ESPANA ADVISED EMBASSY IT HAS NOT YET RECEIVED APPROVAL OFFICE MUNITIONS CONTROL FOR MAC II (MEDIUM ARMORED CAR) PROJECT. ASKED ASSISTANCE IN CLEARING PROJECT.

2. ACCORDING INFO PROVIDED BY CHRYSLER ESPANA, MILITARY PROJECTS CHEIF W. PARSONS VISITED JOHN SIPES, KENNETH HOMBURG AND JOSEPH VAUGHN OFFICE MUNITIONS CONTROL END OF JANUARY TO PRESENT MAC II PROJECT. LATTER REQUESTED ADDITIONAL INFO WHICH SUBSEQUENTLY PROVIDED IN LETTER SENT ABOUT ONE MONTH AGO (COPY SENT CHRYSLER OFFICE WASHINGTON FOR DELIVERY TO COMMERCE/BIC/STRATEGIC SYSTEMS)

3. CHRYSLER ESPANA BELIEVES CAN SELL AT LEAST 2000 MAC II'S TO DOZEN OR MORE COUNTRIES AROUND THE WORLD WITH US EARNING ABOUT \$60 MILLION IN FOREIGN EXCHANGE. IF CHRYSLER DOESN'T SELL, BUSINESS WILL CERTAINLY GO TO OTHERS, MOST LIKELY FRENCH MANUFACTURERS. CHRYSLER ESPANA CLAIMS PRICE ADVANTAGE, IT CAN OFFER VEHICLE AT ABOUT \$55,000 PER COPY, AT LEAST \$25,000 LESS THAN NEAREST COPETITOR.

4. CHRYSLER ESPANA SURPRISED AT RESISTANCE TO PROJECT SINCE IT CLAIMS NO US TECHNOLOGY INVOLVED (MAC II DEVELOPED HERE) AND FEW UNCLASSIFIED

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US ORIGIN PARTS USED ARE "OFF-THE-SHELF" TRUCK PARTS.

5. EMBASSY SEES TWO PROBLEMS. IMMEDIATE ONE TO RESPOND SPANISH
ARMY REQUEST FOR 300 RECONVERSION MAC II AND POLICE REQUEST 100
POLICE VERSION VEHICLE. IN VIEW LONG HISTORX US SUPPLY MILITARY
EQUIPMENT TO SPAIN WE FIND IT DIFFICULT TO UNDERSTAND DELAY ANSWERING
THESE REQUESTS. OTHER PROBLEM SALE MAC 88'S TO REMAINING COUNTRIES IS

NOT CLEAR BUT POST BELIEVES IF MAC II CLEARLY "MADE IN SPAIN" PRODUCT
OF CHRYSLER ESPANA THERE SHOULD BE NO US OBSTACLE.
RIVERO

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Disposition Event:
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